



PHOCAL DISKS ROI CALCULATOR

	SURVEY AVERAGES	CALCULATE W/ YOUR DATA
Number of hygiene patients seen per hygiene operatory per day	8	10
Percent of patients with incipient interproximal lesions	0.25	0.35
Average number of incipient interproximal lesions per patient	3	4
Sites for placement of Phocal disk per hygiene operatory	6	14
Number of hygiene operatories in your practice	3	4
Potential number of Phocal disks placed per day in the overall practice	18	56
Price to patient per disk placed	45	\$ 55
Cost per disk placed	7	\$ 7
Net profit per disk placed	38	\$ 48
Net profit of Phocal disks per dental practice per day	<u>\$ 684</u>	<u>\$ 2,688</u>
Net Profit of Phocal disks placed per week (4 working days per week)	<u>\$ 2,736</u>	<u>\$ 10,752</u>
Net Profit of Phocal Disks placed per year (48 weeks per year)	<u>\$ 131,328</u>	<u>\$ 516,096</u>

- Phocal disks can be placed during routine hygiene appointments and don't require additional chairtime for the hygienist.
- Phocal doctors have charged between \$35 and \$125 per disk placed, some offering discounts if placing multiple disks.

